



STATE OF TENNESSEE
DEPARTMENT OF EDUCATION

REQUEST FOR PROPOSALS # 33101-25020FAF0 AMENDMENT # 1 FOR CMO STRATEGIC TURNAROUND SUPPORT

DATE: December 23, 2024

RFP # 33101-25020FAF0 IS AMENDED AS FOLLOWS:

1. This RFP Schedule of Events updates and confirms scheduled RFP dates. Any event, time, or date containing revised or new text is highlighted.

EVENT	TIME (Central Time Zone)	DATE
1. RFP Issued		November 18, 2024
2. Disability Accommodation Request Deadline	2:00 p.m.	November 21, 2024
3. Pre-response Conference	10:00a.m.	November 22, 2024
4. Notice of Intent to Respond Deadline	2:00 p.m.	November 25, 2024
5. Written "Questions & Comments" Deadline	2:00 p.m.	December 6, 2024
6. State Response to Written "Questions & Comments"		December 23, 2024
7. Response Deadline	2:00 p.m.	January 10, 2025
8. State Completion of Technical Response Evaluations		January 22, 2025
9. State Opening & Scoring of Cost Proposals	2:00 p.m.	January 23, 2025
10. Negotiations (Optional)		January 24 – 27, 2025
11. State Notice of Intent to Award Released <u>and</u> RFP Files Opened for Public Inspection	2:00 p.m.	January 28, 2025
12. End of Protest Period		February 4, 2025
13. State sends contract to Contractor for signature		February 5, 2025
14. Contractor Signature Deadline	2:00 p.m.	February 6, 2025

2. State responses to questions and comments in the table below amend and clarify this RFP.

Any restatement of RFP text in the Question/Comment column shall NOT be construed as a change in the actual wording of the RFP document.

RFP SECTION	PAGE #	QUESTION / COMMENT	STATE RESPONSE
RFP Section 3.2.2.1.1. Digital Media Submission Technical Response	PDF page 8	1. Page 7 of the RFP speaks to the Digital Media Submission process. My question is are Respondents required to submit a total of 3 PDFs on USB drives? (2 Technical Response on USBs (original and copy) and 1 Cost Proposal on USB)	The preferred method of submission is via email however if a Respondent chooses to submit their Technical Response and Cost Proposal using a USB drive, they are required to submit one USB drive labeled Original and a second USB drive labeled Copy for the Technical Response. For the Cost Proposal they are required to submit a separate USB drive. Refer to RFP Section 3.2. for Response Delivery which allows for both Digital Media Submission and Email Submission.
RFP Attachment 6.2. Section B.15 Commitment to Diversity	PDF page 23	2. Page 22 6.2 B 15 addresses the Respondent's commitment to diversity as represented by the following: a. Business Strategy b. Business Relationships c. Estimated Participation and d. Workforce. Are respondents required to address all 4 areas?	Yes. The respondents are required to address all questions in its entirety of Section B.15. There is no minimum requirement for each response.
RFP Attachment 6.4. Reference Questionnaire	PDF page 31	3. I'm seeking clarification regarding Reference Questionnaire on page 30, it states the following: two (2) contracts Respondent currently services that are similar in size and scope to the services required by this RFP; and three (3) completed contracts that are similar in size and scope to the services required by this RFP. References from at least three (3) different individuals are required to satisfy the requirements above, e.g., an individual may provide a reference about a completed project and another reference about a currently serviced account. Does this mean there will be a total of 5 references submitted? Or will 3 references be sufficient?	RFP Attachment 6.4. Reference Questionnaire requires that respondents submit References from at least (3) different individuals.
General		4. Does this RFP include specific content support such as Math and ELA?	The RFP does not include language specific to math or ELA content support. However, it does mention that goals or action plans must include steps to ensure improvements are made in academic performance.
General		5. Could a respondent submit only for specific areas rather than all components? For example, could we submit only for: Educator talent, Equitable access and opportunities for all learners through differentiated practices, and Community engagement and parental involvement?	The Impact Report submitted on or before June 13, 2025, must include how the vendor's supports impacted each of the identified areas: a. Charter school governance; b. CMO and ASD school operations; c. Educator talent; d. Equitable access and opportunities for all learners through differentiated practices; and e. Community engagement and parental involvement.
Proforma Contract Section A.3.	PDF page 38	6. In the scope of work A.3.a and A.3.b seem to correspond to the first item in the Cost Item Description in the Cost Proposal on Scoring Guide. A.3.c seems to be the second item and A5 is the third item. Where do we price A.4.?	Section A.4 is specific to monthly site visits that will be conducted at each school. These visits shall include the following: monthly learning walks, coaching meetings, and professional development sessions. The cost of school turnaround plan implementation

RFP SECTION	PAGE #	QUESTION / COMMENT	STATE RESPONSE
			and support services should be incorporated into component A.3.c's cost proposal as the contract states in section C.4. the contractor shall not be compensated or reimbursed for travel time, travel expenses, meals, or lodging.
Proforma Contract Section A.4	PDF page 38	7. Are we allowed to recommend additional support for A.4.? In other words, increase the frequency of supports?	The contractor can increase the frequency of support provided to each school team based on the determined need. However, the contractor may not reduce the frequency of support that is outlined in the contract.
General		8. What is the difference between the school improvement plan and Strategic Turnaround Plans for each school?	The school improvement plan should consist of 2-3 areas for improvement (based on a needs assessment) that will support long-term sustainability for the learning organization. The strategic turnaround plan should consist of 2-3 goals and objectives that can be implemented within the duration of the contract (3-4 months) that will lead to measurable changes for each school site.
General		9. What assessments are currently in place at each school? What is used as a universal screener? (i.e. NWEA MAP, iReady) Do the schools use any diagnostic reading assessments?	IOTA Community School Assessments AimswEBPlus (August, December, and April) I-Ready (August and May) AimswEBPlus Behavioral and Emotional Screener (BESS) - September TN Standards Aligned Benchmarks (October, December, and March)
General		10. What student data system (SIS) is currently in use? (i.e. Powerschool, etc.)	IOTA Community Schools utilizes PowerSchool.
General		11. What learning management system is used, if any? (i.e. Schoology, Google Classroom)	IOTA Community Schools utilizes Google Classroom, Canva, and Clever
General		12. What curricular materials are used in each core content? (i.e. ELA, mathematics, science, and social studies)	ELA – SAVVAS MyPerspectives Math – SAVVAS enVision Science – McGraw Hill Social Studies – McGraw Hill (grades 6-8) History – SAVVAS (US History, World History and Geography, US Government and Economics)
General		13. Do the schools have literacy or instructional coaches?	Each school has a content specific instructional coach.
RFP Section 4.6 Insurance	PDF page 13	14. Can you tell us a little more about the insurance requirement? We currently have business insurance. Will additional insurance within the state of Tennessee be required? Will this be a requirement after an award of the contract?	Attachment 6.6 Pro Forma Contract Section D.32 Insurance identifies the requirements for the services. The intended awardee will be required to submit their Certificate of Insurance prior to the execution of the contract.

RFP SECTION	PAGE #	QUESTION / COMMENT	STATE RESPONSE
RFP Section 4.7.2. Submit Proper Licensure and Department of Revenue Registration	PDF page 13	15. Will a Tennessee business license be required? Does this need to be obtained before RFP submission?	No, however the successful Respondent must be registered with the Tennessee Department of Revenue for the collection of Tennessee sales and use tax before the contract can be awarded. The Certificate of Registration from the Department of Revenue is not required to be obtained before the RFP submission. Please refer RFP Section 4.7.3.
RFP Section 4.7.3. Submit Proper Licensure and Department of Revenue Registration	PDF page 13	16. Registration with the Tennessee department of Revenue: Does this need to be obtained before RFP submission?	No.
Proforma Contract Section A.4. Site Visits	PDF page 38	17. The RFP describes monthly site visits during the second week of each month and then weekly coaching and mentoring sessions. Will the weekly sessions be virtual sessions?	The weekly sessions will be virtual, but the contractor has the option of facilitating the sessions onsite.
General		18. Has the state partnered with any strategic turnaround support providers in support of this or similar engagements to date? If yes, are you able to share any information about what helped those partnerships be successful or where they may have fallen short?	TDOE has an existing contract with contractors for turnaround support for priority schools with the Division of School Turnaround. This partnership is specific to schools in the Achievement School District that have not received previous turnaround support from external TDOE partnered contractors. Each partnership is unique, and the success or challenges are specific to the respective schools and/or communities. The most successful partnerships have clearly communicated goals, consistency of accountability, and transparency around outcomes.
Proforma Contract Section A.2.e Definitions Strategic Turnaround Plan	PDF page 37	19. Is the State expecting a financial review of schools?	No, the contractor should focus solely on programmatic components of the school and organizational culture.
RFP Attachment 6.2. Section B.16.	PDF page 24	20. If a current contract exists with a school district in the State, must it be reported under this provision?	Yes, the contractor should report any current contracts they are actively engaged in with any LEA in Tennessee.
Proforma Contract Section A.2.c Definitions Impact Report	PDF page 37	21. Can the State detail further the positive results you hope to see at the end of the five-month engagement?	Anticipated outcomes for this partnership can include but are not limited to increases in student performance in ELA and Math on the TNReady assessments, reductions in chronic absenteeism, increased student engagement, increased parent engagement, and improvements in school culture.
RFP Section 3.1.1.2. Technical Response	PDF page 7	22. Should all text be 12-point font, or only the proposal narrative? Meaning, can font in footnotes, captions, and graphics be smaller?	The response should adhere to the requirements of RFP Section 3.1.1.2 however footnotes, captions, and graphics can be a smaller font.

3. **RFP Amendment Effective Date.** The revisions set forth herein shall be effective upon release. All other terms and conditions of this RFP not expressly amended herein shall remain in full force and effect.